R.J. Reynolds
Tobacco Company

Stephen R. MacLeod
Region Operations Manager
Buffalo #1610

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(716) 634-9232
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*Sent via Fax
November 21, 1995

TO: D.P. FITZGERALD

RE: 1996 DORAL POS

Dear Don:

In response to the above referenced subject matter, the Buffalo Region agrees with discounting POS items referenced by the Savings Group. The only items we feel that should not be discounted would be the following:

#485291 Large PPDCard (50 SKU)
#485300 Wire 120 PPCC, Slide by (100 SKU)

Should you have any questions, please contact me.

Sincerely,

Stephen R. MacLeod
S. R. MacLeod
ROM/#1610
SRM:etb

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